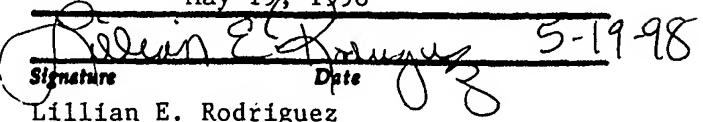


ABSTRACT OF THE DISCLOSURE

The invention provides for a method and apparatus for determining the commission to be paid to a sales representative or sales team. Whenever 5 a sale occurs, a Transaction describing the sale is created and inputted into the Commission system of one embodiment of the invention. Based on a set of Allocation Rules that specify the credit an individual is to receive from a Transaction, the Transactions are converted into several Allocations for individual Sales Representatives or Sales Teams. One or more Quotas specify 10 a target or goal that must be reached to earn commission for each Sales Team. A Quota State indicates the current performance of a Sales Representative with respect to a particular Quota within a particular time frame. The Quotas are used to convert the Allocations/Transactions into Quota Details that specify how to increment or decrement the Quota State. A Promotion 15 specifies the reward or commission that is received upon attaining a desired level of performance. Once a Quota State reaches a level necessary to receive a Commission or reward as set by a specific Promotion, a ledger item indicating the amount to be paid to particular Sales Team is created. A user interface may be used to create Allocation Rules, Quotas, and Promotions that 20 are awarded for performance over a specified time period. In this manner, a business may set up incentive plans and determine commissions easily and accurately.

CERTIFICATE OF MAILING
This is to certify that this correspondence is being deposited with the United States Postal Service with sufficient postage on Express Mail Label No. EM 484 490 752 US in an envelope addressed to Assistant Commissioner for Patents, Washington, D.C. 20231 USA

May 19, 1998



Signature _____ Date _____
Lillian E. Rodriguez